Home Textiles
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Summary

Germany's economy remains sluggish: In 2004, the country's GDP grew by only 1.6%. The weak economy particularly affected private consumption, and textile products (fabrics, finished apparel and home textiles) were among the segments experiencing drastic declines. Consumers are lacking confidence in the economy and are, consequently, spending less and saving more. For consumer products, price is the most important competitive factor in the low-end segments, where products are marketed without sizeable profit margins. In the high-end segment, however, there appears to be a trend towards higher quality regardless of price.

These trends can also be observed in the home textile industry. Home textiles are considered to be non-essential items: Purchase decisions can easily be delayed or put off entirely. In 2004, after three consecutive years of decline, total sales of German home textile manufacturers dropped by 3.6%. Sales within Germany even declined by 4.7%. German exports of home textiles dropped 0.9%; the total average export share of 28.9% of total production remained unchanged.

Dwindling sales also had an effect on the employment situation and the number of companies. In 2004, the number of home textile manufacturers in Germany went down by 2.7% to a total of 180 companies. The number of employees decreased by 5.4% to a total of 18.880.

High quality, design-oriented U.S.-made products still have some potential in specific niche markets such as country style finished goods, high quality furniture fabrics, terry towels, innovative bedding products.

<u>Overview - Selected Home Textile Segments:</u>

Furniture fabrics
Sales of furniture fabrics in the supply/contract segment (figures for the residential segment are not available) recorded a drastic decline of 6.8%. Flat wovens and velours, however, experienced substantially different developments. The production of flat wovens was significantly higher (+ 2.1%), mainly due to increased exports. Furniture fabric exports rose by 12.6% in 2004, equaling an export share of 32.2% of Germany's production. The demand for furniture fabrics within Germany declined slightly (-2.2%). The trend clearly goes towards much higher quality sold at competitive prices: Prices were only slightly higher (+2.7%) than in 2003.

Velours did not sell well at all. The slump in this segment was drastic with total sales decreasing by 23.7%. Demand within Germany decreased even more: -28.0%. Export activities could only partially compensate for the loss. Although the export share rose to 24.6% of production, total exports of velours decreased by 6.2%. The average price for velours, however, increased by 7.2%, illustrating once more that, if end-users buy top quality items, they are willing to pay corresponding prices.

Decorative fabrics
Decorative fabrics recorded a very moderate growth in 2004 (+0.5%). Again, developments were different for woven solids / woven colors and prints.

Solid and color wovens were in higher demand in-country (+8.1%), whereas exports decreased (-2.9%). The average export share of production decreased slightly to 37.8%.

Printed decorative fabrics experienced double-digit sales losses (-12.1% in volume terms). As opposed to wovens, the in-country demand decreased by 14.9%, exports decreased by 6.7%. German manufacturers in the decorative fabric segment exported 35.8% of their production.

Similar to the furniture fabrics segment, demand for higher quality was reflected in prices, which increased by 1.3% for solids/color wovens and 2.8% for prints.

Drapes and curtains
Sales dropped by 9.9% with in-country and foreign sales both incurring losses, and an export share of only 19.4% of production.

As in previous years, knitted or crocheted curtain piece goods suffered most (-13.3%). For the first time even the ready-made curtain segment recorded a drastic decrease (-16,6%). Only the segment of woven curtain piece goods experienced an upswing of +4.6%.

Bedding
Bedding goods are affected strongly by changes in the distribution structure. Low-priced imports dominate the German market and constitute major competition for high quality domestic or imported makes. German manufacturers – ideally in cooperation with retailers - have increased their marketing efforts for innovative products or are trying to enhance quality awareness. In this segment, brand-awareness plays an increasingly important role, but reaching the customer remains a difficult task.

Sales of bedding goods, i.e. comforters and quilts stuffed with natural materials (wool, feathers, downs, cotton puffs, etc) or synthetic fibers suffered a -4.1% drop in sales, based mostly on a decrease in domestic sales (-5.5%). Exports increased in volume by 1.3%. There are only a few German bedding exporters left, and the export share of their production amounts to 22.2%.

Laces, embroideries, and trimmings
Sales in this niche market (dominated mainly by a few manufacturers in the East German Voigtland (Plauener Spitze®) continue on a low level. Increased export activities compensated for domestic losses and continued to be the supporting leg for this industry.

<u>Outlook</u>

Prospects in the home textile sector are only moderately optimistic. Consumer confidence in the economic situation will remain key for a potential upswing. It is expected, however, that the ongoing discussion about increasing the VAT tax to 18% (at present 16%) in early 2006 will have two effects. 1) Larger purchases (e.g. furniture, custom made drapes, etc.) will be expedited in 2005, and 2) after the VAT increase, consumption will suffer another immediate drop because end-users will 'feel' that they have 2% less income in their pocket. Since potentially positive effects on the job market are not expected to be noticeable in the near future, private consumption throughout the home textile market will decrease. Lowering profit margins can hardly offset these negative developments, since those are already small in the home textile arena. German manufacturers set their hopes on breaking into foreign markets, which are open for innovative and high quality merchandise. The abolition of quotas did not affect the home textile industry in Germany. Imports from cheap labor markets have been high already for years.

U.S. Imports

The U.S. market share of direct imports of home textiles into Germany is estimated at only 0.3 percent in 2004. Nevertheless, as Germans value high quality, fashionable products, and are willing to pay corresponding prices, high quality U.S. products generally have good potential albeit only in small quantities and niche segments.

The segment for organically grown and ecologically sound products represents an especially interesting niche segment in the home textile industry. This segment offers good growth rates (+4 percent in 2004).

Especially products made of cotton enjoy a good reputation in Germany. The consumption of cotton in Western Europe amounted to approximately 10.2 kg per person in 2004. Demand for products made of cotton is expected to continue growing (particularly for terry towels, bedding products and table linen). In a survey conducted by Cotton Council International, 82 percent of Germans prefer products made of cotton for their everyday use, 79 percent of Germans rated the importance of fiber content as very important or fairly important and 98 percent rated comfort as very important or fairly important. In Europe, consumers recognize and value the "USA Cotton" label.

Trends:

Bedding

It is important to note that measurements and sizes for the German bedding market differ from those in the United States. For example, the common width for bedding in Germany ranges from 135-155 cm. The pillows in Germany are generally larger and square-shaped (80 cm x 80 cm) rather than the standard rectangle-shaped pillow found in the United States. The types of bed sheets differ as well. The typical mattress sizes are 80 cm x 200 cm, 90 cm x 200 cm, 100 cm x200 cm, 140 cm x 200 cm, 160 cm x200 cm. Most German consumers typically use a fitted sheet and a duvet with a cover rather than sets of fitted and flat sheets. King or Queen sizes are uncommon sizes in residential environments or hospitals, whereas they do become more common in hotels.

Fabrics such as silk, viscose, and particularly polyester (micro fiber) are gaining in importance, but for reasons of comfort, convenience and hygiene, bed sheets made of cotton are most preferred by consumers. Also maco-satin, maco-jersey and seersucker sheets are becoming more popular as are fitted sheets. For pillow shams and duvet covers, zips instead of buttons are increasingly in demand as are anti-allergic, anti-mildew inlets.

Bed products

The market for bed products has changed entirely. Apparently, consumers believe that using one duvet for the entire year is no longer sufficient. Responding to this, manufacturers now offer summer blankets (typically silk or wool), winter duvets (typically downs) and duvets for the entire year.

Health considerations continue to play a larger role in the choice of bed products. Instead of considering a bed to be a mere consumer good, buyers are now considering beds to be a sensible investment for the maintenance of their health. Manufacturers who can provide high-quality information and products for every type of sleeper have good sales potential for their products. Hypo-allergenic, hygienic, bacteria-preventing materials also rate as important factors when purchasing bed products, as are care instructions and washability. In Germany, most down and synthetic blankets can be washed with temperatures of up to 60 degrees Celsius, sometimes even at 90 degrees Celsius. An overwhelming majority of end-users still use bed linen made of cotton, linen, and flannel (in the winter).

New products that are in demand are pressure relief or climate regulating mattress tickings or anti-mildew, anti- allergic mattress covers.

Table linens

As with bed linens, it is again important to note that the metric system is used in Germany. The size of an average dining room table is larger than in the United States. Most German homes feature expandable tables (average size 2m x 1.3m up to 3.6m x 1.3m). The domestic market for table linens in Germany is characterized by stiff competition. Clearly, quality and design are the most significant buying factors. For table linens, color tends to be a main purchasing factor. The newest trends include combinations with matching colors, clear and fresh designs, and soft and natural earth colors. One trend goes towards offering table linen in design or 'theme' combinations with table runners, place mats, napkins, and even china, silverware, or other fashion accessories. Most customers prefer fabrics which are easy to care for such as cotton; fabrics with high content of natural materials, polyester/viscose, and pure polyester which can be washed at up to 90 degrees Celsius. Hand-crafted embroidery with geometric and floral patterns are also very popular. The plain white table linen with rudimentary woven or embroidered pattern is still predominant in hospitality applications (private as well as commercial) but is declining in importance.

Curtains

Germany represents the most important "curtain market" in the European Union, as Germans purchase more curtains than all other Europeans. According to market experts, the segment for window decorations and curtains needs fresh impetus, since the market has shown little growth for the last few seasons. New impulses in this segment are coming from the use of new fabrics.

New technology and innovative ideas are expected to have a strong impact on textiles and fabrics. Particularly, the new technologies and equipment are now determining the optics of the products, materials and fabrics. Coatings, lacquer, shrinkage, rubber, metallic and fluorescent techniques will all play large roles. Fabric trends consist of three main groups: transparent and mat fabrics, metallic fabrics with color and metal effects and pile fabrics including velvet, velours, panne velour, fun furs and pile effects such as relief fabrics, jacquards and knitting. Embroidery and webbing effects are also popular.

Blankets & Throws

Throws are considered to be fashion items and decorative accessories rather than products for daily use. Therefore, design and quality rather than price are the key buying factors for consumers in this segment. Manufacturers should target new collections at groups, living styles or themes. Buyers are willing to pay higher prices for high quality merchandise. Primary buying factors for throws include appearance, function, colors and materials. Presentation, optimal customer service and competent consulting are also important incentives for the purchase of blankets. Particularly popular at present are color combinations of royal blue and yellow, and earthen colors with ethnical motives (South American, African, Mexican). For children, Disney motives, cartoon characters (Bob the Builder, Harry Potter, Spiderman, etc.) or Soccer Club emblems are very popular.

Towels
Towels are no longer expected to only have functional qualities. Trends in this segment include embroidery, braided patterns and multi-colored jacquards. In addition to color, the structure of the towel is playing a larger role ranging from ribbed patterns, jacquards to interesting combinations of yarns and terry cloth. Pure cotton remains the main material for the pile fabric. Fabrics for braids and braid effects include cotton-chenille and mercerized cotton. A further development in the towel market is that of the leisure-time towel with interesting motives. Beach towels and larger towels (for sauna use, etc.) with the size of 127 cm x 183 cm are becoming popular along with jacquard velours or milling jacquards.

Particularly "heavy-duty" terry towels (as used in U.S. hotels and spas) enjoy a very good reputation amongst German customers. Complete programs for the bathroom including matching bathrobes, shower curtains, bath mats, terry cloth pillows and other accessories are also gaining popularity.

It is important to note that typical German department stores do not offer a large variety of colors but rather different styles of towels (hand towel, towelette, wash cloth, beach towel, embroidered hand towel, washing mitt, etc.) in a smaller choice of colors. The most popular color is again royal blue with any combination.

Competitve Situation

U.S. Share
At present, the share of U.S.-made products in the entire sector is quite small reaching about 0.3 percent. Despite this low figure, several sources indicated a potential for considerable growth rates in certain home textile sub-sectors, especially for textile products made from organic materials. As U.S. cotton enjoys such a good reputation among consumers, typical U.S. products such as throws and high quality terry towels are very popular in Germany.

Third Country Competitors
Eastern European and Asian companies are major competitors in the low-medium price and quality range. Suppliers from countries such as Turkey, Pakistan, India and China dominate the market for lower-priced goods of lesser quality.

For products of higher quality and price, the most important competitors come from other Western European countries, especially Italy, Spain and Portugal. Other countries, which are strong exporters of textiles, are Belgium, France, and Great Britain. Detailed data regarding exports and imports of textiles can be obtained from the website of the German textile association: http://www.gesamttextil.de.

In 2004, total per capita consumption of household textiles in Germany amounted to EURO 144, which constitutes 0.6 percent of the total expenditures for consumer goods. Expenditures for textiles including apparel amount to EUR 1,150 or 5.8 percent of total expenditures for consumer goods.

Distribution Channels & Market Access:

End-users of home textiles are generally supplied through the following distribution channels:

- department stores
- chain stores
- franchise stores
- D I Y- chains

- large furniture stores
- mail order
- non-food or food discounters
- small and medium sized retailers specializing in home and household textiles

The methods for purchasing goods for resale varies among the different distribution channels. Specialty retailers and most furniture stores purchase home textiles through buying cooperatives and wholesalers. Department stores, on the other hand, usually belong to large chain store operations and thus operate their own trading companies or maintain buying offices in most of the important regions of the textile-manufacturing world.

At present, the structure of the home textile trade is undergoing remarkable changes. In the past, specialized retailers played an important role in the category of mid- and high-price products, while discounters and department stores satisfied the demand for products of lower prices and quality. This no longer is the case. Specialized retailers are on the decline, whereas large furniture stores, which in the past did not play an important role in this business, are now gaining in importance as a sales channel for home textiles (particularly for bed, bath and kitchen textile products, but also for decorative fabrics and finished curtains and drapes). D-I-Y stores typically not only sell wallpaper and wall-to-wall carpets but now increasingly offer decorative fabrics, pre-fabricated curtains, and bath ensembles.

It is important to note that department stores in Germany are very different from those in the United States, where they vary greatly from another in terms of quality, display, and pricing. German department stores tend to be quite similar to each other. In addition, within the product sections of these stores, the opportunity for competition is very limited, since they usually do not offer products from a large number of manufacturers but rather choose a limited number of suppliers. Upscale department stores have recently increased shop-in-shop concepts, particularly in the apparel sections but also, to a lesser extent, in other sections where home textiles are presented (e.g. The Body Shop).

Sales through independent commission agents ("Freie Handelsvertreter") represent another distribution channel, which is often underestimated by foreign manufacturers. These agents are qualified and respected businessmen who supply trade and industry with consumer goods as well as investment goods. "Handelsvertreter" are usually members of the CDH association (for contact information, please see below) and initiate approximately one-third of all sales in the Federal Republic of Germany. Specialized retailers, furniture stores, department stores and buying cooperatives often place orders, especially late-season orders, with such commission agents.

Catalogs and mail order companies constitute a distribution channel that may provide especially promising opportunities for U.S. companies. Although the mail order market has been declining for the first time ever in 2003 and 2004, mail order is still a lucrative way of distribution.

U.S. manufacturers of top quality and reasonably priced rugs, bedding and blankets should target buying cooperatives, wholesalers, mail order companies, and independent commission agents. In addition, the large furniture stores present a venue to enter the market as they, at least partly, order their home textiles directly from the manufacturers. Department store chains increasingly offer products of top quality as well. U.S. manufacturers able to offer at competitive prices might consider approaching these companies either directly or through agents or wholesalers. Participation in trade fairs in Germany represents an excellent method to gain market exposure, test the market and to find a sales agent or distributor (for detailed information on trade fairs suitable for the home textiles, see below). In addition to regular participation in trade fairs, successful U.S. exporters usually establish a sales office with warehousing facilities in Germany or another EU country.

The first step for most U.S. companies when exporting their products to Germany is typically the appointment of a sales agent or distributor. Commission for sales agents/distributors in this product sector are in the 7-14 percent range, depending upon price levels, expected sales volume and customer base.

U.S. exporters cannot compete on price alone. Producers of brand-name textiles should plan on substantial market penetration costs to achieve the brand identification necessary. To secure a better foothold within the integrated European Market, U.S. exporters may also consider a joint venture or licensed manufacturing.

Quotas/Restraint Agreements
There are no restraint agreements such as licenses and quotas, subsidies, or import prohibitions for U.S.-made textiles. All textile products must be labeled stating origin and fiber contents. Shipments must be accompanied by a Certificate of Origin, which can be obtained from a local Chamber of Commerce in the United States. U.S. exporters are also burdened with freight and handling costs, in addition to custom tariffs. Imports from within the European Union enter Germany duty free.

Tariffs
It is recommended that U.S. exporters quote C.I.F. prices for a German port of entry when making offers to German companies. For all products coming into the European Union, customs tariffs consist of a certain percentage of the customs value. The customs value is determined as follows: commodity price paid by customer, plus costs/charges for transportation, insurance, loading and handling, commission, packaging, as well as license fees paid by customer.

Only a certain percentage of the total air freight costs are included into the customs value which, generally, is slightly higher when shipping from the West Coast of the United States to Europe.

In accordance with EU customs tariffs, the duty for U.S. textiles generally ranges between 6.9 percent and 14 percent of the customs value. On most traditional finished products such as bed products, sheets, tablecloths, etc. a duty of 12 percent is levied, however, individual products may have different duty rates.

For information on a specific product's duty rate, please consult the TARIC data bank using the following website (in English):
http://europa.eu.int/comm/taxation_customs/dds/en/home.htm

Certificate Of Origin
In principle, all textile imports from the United States require a Certificate of Origin.

Transportation
Transportation costs by air, in terms of value, are approximately seven percent FOB from the U.S. East Coast and approximately 9-10 percent FOB from the West Coast.

Payment
When selling to a new or small retailer or distributor, a Letter of Credit is usually preferable over invoice billing. For larger or long-established firms, sight drafts often are more appropriate. Large firms, e.g. department store chains or buying cooperatives, may prefer open accounts. Credit checks done by private entities such as Dunn & Bradstreet or Creditreform are recommended before entering a business relationship. Contact Information: http://www.creditreform.de/; http://www.dnb.com/ (select country)

Special Taxes
In addition to customs duty, an import turnover tax, which is 16 percent of customs value plus customs duty plus inland transportation costs for textile goods at present has to be paid. In later distribution stages, this import turnover tax is passed on as a Value-Added Tax (VAT) to the ultimate end-user. As a VAT, this tax also applies to domestic products.

Language Requirements on Documents
In addition to the customs declaration, commercial invoices and shipping documents have to be submitted. If these documents are not in German, custom authorities may insist on a translation.

Labeling / Metrification
The German textile labeling law ("Textilkennzeichnungsgesetz – TKG") requires, in accordance with EU legislation, that all textile products indicate their fiber contents. All fiber products exported to Germany must be labeled according to the new regulations. Manufacturers or distributors of textiles who do not comply with the regulations may be fined. U.S. exporters are advised to revise their labeling closely in order to avoid costly fines. Companies already exporting to other European countries will find nothing new about the TKG regulations as they comply with existing E.U. regulations. However, those exporting only to Germany need to consult with their agent and/or distributor.

Copyright/Design Protection
Questions regarding copyrights and design protection should be directed to the German Patent Office:

Deutsches Patentamt
Zweibrueckenstr. 12
D-80331 Muenchen
Phone: (49) (0) 89 2195-0
Fax: (49) (0) 89 2195 2221
http://www.dpma.de/(website in German only)
info@wpma.de

Packaging - Green Dot System
Importers into Germany are required to use approved packaging materials and pay for local collection of the packaging themselves. Companies can accomplish this by using the Green Dot System.

The Green Dot mark indicates that fees have been paid to the "Duales System Deutschland" (DSD), a nonprofit organization supervising collecting and recycling of packaging materials in Germany. All packaging materials (except for bulk containers) carry the Green Dot. Fees are calculated based on the material(s) used for packaging. U.S. exporters must make sure that their German importer is licensed under the DSD Green Dot System.

Information on the packaging requirements and regulations on the "Green Dot" system can be obtained at: http://www.gruener-punkt.de/ (also available in English)

Trade Promotion Opportunities

Trade Fairs
Participation in international trade fairs in Germany represents one of the best opportunities to become familiar with the overall market, test the market for specific products and gain valuable market exposure. Exhibitors often tend to make not only direct sales but also to sign a distributor contract in Germany or other countries.

HEIMTEXTIL
Next show: January 11 -14, 2006, (held annually in January)
Venue: Frankfurt, Germany
Organizer: Messe Frankfurt GmbH
Ludwig-Erhard-Anlage 1
60327 Frankfurt
Phone: (49) (0) 69 75750
Fax: (49) (0) 69 7575 6433
Internet: http://heimtextil.de/
Ulrike.wechsung@messefrankfurt.com

Heimtextil is the most significant international fair for home and house textiles (bed, bath, kitchen linen, upholstery & decorative fabric, sunblinds & curtains, carpets & rugs). In 2005, the total number of buyers reached 90,000 with 52.000 coming from outside of Germany from 137 countries. Of the 2,960 exhibitors, only 540 came from Germany, the vast majority came from 71 other countries.

At Heimtextil 2006, CS Frankfurt and OTEXA will again organize two USA pavilions.

For more information, please contact:
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DOMOTEX
World Trade Fair for Carpets and Floor Coverings
Next show: January 14-17, 2006, held annually
Venue: Hannover
Organizer: Deutsche Messe AG
Messegelaende
30521 Hannover
Phone: (49) (0) 511 890
Fax: (49) (0) 511 8932626
Internet: http://www.domotex.de
e-mail: webmaster@messe.de

DOMOTEX is the largest international trade fair for floor coverings, carpets and rugs both for commercial as well as private household applications. The fair is open only to the trade.

BIOFACH
International Organic Trade Show
Next show: February 18 -21, 1999, held annually at varying places
Venue for next show:Nuernburg
OrganizerMesse Nuernberg
www.biofach.de

BIO FACH shows the whole spectrum of ecological consumer goods and unites six fairs under one roof. The highlights of the natural products sector are natural textiles, leather, cosmetics and body care, household, office and gift articles as well as ecological furniture. The fair organizers apply very stringent admission criteria which are thoroughly checked at all times, even at the fair itself. The textile products shown at BIOFACH are made from cotton, wool, silk, linen and hemp.

OTHER
There are several other small and regional fairs, that are important order shows for the trade only. Those shows are best approached or covered through a local distributor since they require German language staff and immediate delivery conditions.

Trade Publications:
Publication: Textilwirtschaft
(Leading German language magazine for the textile trade and industry)
Publisher: Deutscher Fachverlag GmbH
Mainzer Landstrasse 251
60326 Frankfurt/Main
Phone: (49) (0) 69 759501
Fax: (49) (0) 69 7595-1300
Frequency: weekly
Language: German
http://www.textilwirtschaft.de/
eMail: info@TWnetwork.de

Publication: Haustex
Fachzeitschrift für Bett- und Tischwäsche, Bettwaren und Haushaltstextilien (magazine for bedding, tableware, bed products, and household textiles)
SN-Fachpresse Verlag
An der Alster 21
20099 Hamburg
Deutschland
Tel.: (49) (0) 40 / 24 84 54 0
Fax: (49) (0) 40 / 280 37 88
http://www.snfachpresse.de/
eMail: service@snfachpresse.de
Frequency: monthly
Language: German

Publication: Heimtex
Fachzeitschrift für Bodenbelaege, Wohntextilien und Orientteppiche (magazine for floor coverings, home textiles and oriental carpets)
SN-Fachpresse Verlag
An der Alster 21
20099 Hamburg
Deutschland
Tel.: (49) (0) 40 / 24 84 54 0
Fax: (49) (0) 40 / 280 37 88
http://www.snfachpresse.de/
eMail: service@snfachpresse.de
Frequency: monthly
Language: German

Publication: Raum & Ausstattung (magazine for interior designers)
Publisher: Winkler Medien Verlag GmbH
Maxmillianplatz 12
80333 Munich
Phone: (49) (0) 89 2900110
Fax: (49) (0) 89 29001199

http://www.raum.de/
info@winkleronline.de
Frequency: monthly
Language: German

Textile Associations
Gesamtverband der Textilindustrie in der Bundesrepublik Deutschland e.V. - Gesamtextil
(Federal Association of Entire Textile Industry in Germany, several other textile associations are member of Gesamttextil)
Frankfurter Str. 10/14
D-65760 Eschborn
Phone: (49) (0) 6196 9660
Fax: (49) (0) 6196 42170
http://www.gesamttextil.de/

Verband der Deutschen Heimtextilien-Industrie e.V.
(Association of the German Home Textile Industry)
Hans-Boeckler-Str. 205
D-42109 Wuppertal
Phone: (49) (0) 202 7597-0
Fax: (49) (0) 202 7597-97
http://www.heimtex.de/

Bundesverband des Deutschen Textileinzelhandels e.V.
(Federal Association of the German Textile Retail Trade)
Am Lyskirchen 14
D-50676 Cologne
Germany
Phone: (49) (0) 221 9215090
Fax: (49) (0) 221 92150910
http://www.bte.de/
info@bte.de

Other
Centralvereinigung Deutscher Wirtschaftsverbände für Handelsvermittlung und Vertrieb - CDH (Federal Association of German Independent Commission Agents and Distributor Associations)
Am Weidendamm 1 A
10117 Berlin
Phone: (49) (0) 30 - 7 26 25 600
Fax (49) (0) 30 - 7 26 25 699
http://www.cdh.de/centralvereinigung@cdh.de

For More Information
American Consulate General
Commercial Service
Andrea Stahl
Siesmayerstrasse 21
60323 Frankfurt
Phone: (49) (0) 69 956204-19
Fax: (49) (0) 69-561114
email: andrea.stahl@mail.doc.gov

The U.S. Commercial Service Germany can be contacted via e-mail at: frankfurt.office.box@mail.doc.gov, website: http://www.buyusa.gov/germany/en/.

You can locate your nearest U.S. Export Assistance Center, as well as Commercial Service offices overseas by visiting www.buyusa.gov.

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